



1430 Woodland Lake Dr, snellville, GA, 30078•

Position Title: Regional Sales Engineer
Location: Los Angeles or San Jose, CA
Status: Full Time

Description Summary:

The Sales Engineer will be the technical liaison and key advisor working closely with the team's Sales Managers and Network Operations to ensure customer requirements are met during the pre-sales phase. Pre-sales activity includes but is not limited to, support in contract bids and network solution design. The Sales Engineer is also recognized as the product advocate, assisting in streamlining support processes of products and Services.

Major Tasks & Responsibilities:

- Serves as a primary technical liaison for sales managers, Chinese-based Enterprise customers, pricing team, project managers and Network Operations
- Aggregating customer's technical requirements directly through sales, or through a customer visit, and designing a solution around those requirements
- Identify technical solutions and define technical requirements for service implementation, understanding customer's existing network, key locations and technical needs
- Presenting, demonstrating and communicating the technical capabilities of the company network and associated products and services
- Presenting the technical design/RFP in a complete and well-illustrated fashion to the appropriate sales representatives and/or customer
- Keeping the sales force apprised of technical updates, and similarly keeping the network group and product development teams aware of forthcoming technical requirements
- Conducting product and resource check with China Telecom Provincial organization as well as CT Headquarters
- Utilizing existing IT software (BSS, CRM etc).

Essential Skills, Qualifications and Education Needed:

- Bachelor's degree in IT, Telecommunications or similar field
- Fluent verbal and written communication in Chinese and English a must
- Minimum 5 years of related sales support experience in telecom or WAN management
- Global telecommunications experience is preferred
- Current telecommunication and technical data services background, experience with general IP products and services, such as IP Access, MPLS, VPN and IT Security for Enterprise
- Effective presentation skills
- Professional verbal and written communication skills within all corporate levels
- Experience with responding to emails and RFP's
- Ability to work within small teams as needed based on the sales opportunity

If interest, please send your resume to Kelly at <krao@jumpstartrecruiting.com